In this issue:
Mining Patents for Terminology
Machine Translation:
What Translators Want
Becoming a Literary Translator
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Transit NXT – the ideal equipment for translation and localization!
12 First Date: Outreach from the Machine Translation Community to Translators
By Laurie Gerber and Jay Marciano
What do translators need and want from technology, and what can machine translation/language technology developers do to help?

16 Using Patents to Find the Terminology You Need
By Bruce D. Popp
Patent practitioners search for the technical art most relevant to an invention. Translators can use patents found during that search as a source of relevant terminology.

24 On Becoming a Literary Translator
By John B. Jensen
The author shares his personal experiences along the road to becoming a literary translator, including the challenges, approaches, ethical decisions, and rewards.

31 ATA: Looking Back Through Words
Translators Hall of Fame: Lewis Galantière
By Henry Fischbach (ATA president, 1965-1967)
A banker and literary translator, Lewis Galantière’s contributions to literary translation and the profession as a whole live on to this day.
We Want You!

The ATA Chronicle enthusiastically encourages members and nonmembers to submit articles of interest. For Submission Guidelines, log onto www.atanet.org/chronicle. The ATA Chronicle is published 11 times per year, with a combined November/December issue. Submission deadlines are two months prior to publication date.

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Moving on from our review of the internal attributes of our Association in the past two issues, where we examined our strengths and weaknesses, let us now take a look at the external attributes of the environment in which we operate. These attributes are either unfavorable (threats) or favorable (opportunities). It is the latter we will examine now in greater detail.

Here are the opportunities the Board identified, in descending order of perceived importance (the value in parentheses indicates the number of “votes” received): grow membership (6); create awareness of translation and interpreting programs (4); maturing programs (4); legislative influence (4); international expansion (4); better targeted public relations efforts (3); viral advertising (3); cooperation with other groups abroad (3); cooperation with allied associations (3); health care interpreting (3); growing demands for translation and interpreting services (2); “let our voice be heard” (2); positive outlook for the profession (1); legislation (1); and new administration in Washington (1).

As with the strengths and weaknesses, there is overlap in the lists of opportunities and threats. International expansion, legislation, and the new administration in Washington appear on both. Expansion of our membership base beyond U.S. borders has not been without controversy, as it poses the fundamental question of whether we are an American association as our name suggests, or an international organization as the reality confirms. In the late 1990s, the Board was challenged by the membership to answer this question and a temporary ban was imposed on certification exams abroad. After much deliberation, ATA emerged as a “national association with international orientation.” Today, we have members in 90 countries on six continents.

The opportunity that was assigned the greatest value is membership growth. So what is the pool of potential members at which we are looking? According to the Bureau of Labor Statistics report, there were 33,680 translators and interpreters in the U.S. in May 2007 (see www.bls.gov/oes/current/oes273091.htm). Considering the growth of our industry and the fact that many part-timers are not included, this figure is likely to be higher; let’s call it an even 50,000. The estimates of the number of translators and interpreters around the world vary wildly, but one could imagine there are another 50,000 translators and interpreters abroad who could benefit from joining our Association. That makes 100,000 potential members, compared to our current size of about eleven thousand.

Of course, the key phrase here is “who could benefit.” If we want to attract more members, we have to enhance and promote the benefits of belonging to our Association. Other existing programs such as ATA certification, and exerting legislative influence are among the opportunities with the highest potential. As an example, our certification program could be the first one in the world to achieve accreditation by an internationally recognized body. This would not only lay a foundation for reciprocal recognition of credentials among sister organizations, but also make our credential the measuring stick for other associations.

Acting on opportunities is always exciting. Be a part of the action. Help the Association identify additional opportunities, suggest ways to act on opportunities that have been identified already, and get involved in the implementation!
Happy 50th Anniversary:
Fifty years ago this spring, a few translators and company owners in New York City met and agreed to form a group to share ideas. Today, the American Translators Association, with nearly 11,000 members, is still here to help you learn from your colleagues. Thank you for making ATA what it is today.

ATA 50th Annual Conference Sneak Peek, Part I: A record number of conference presentation proposals has been processed—at least 30% higher than usual. With close to the same number of time slots as recent conferences, this record volume foretells top-quality educational sessions. Be a part of the profession’s premiere learning and networking experience by attending ATA’s 50th Annual Conference in New York City, October 28-31. Please see www.atanet.org/conf/2009 for more information and watch for the Preliminary Program and Registration Form, to be mailed with the July issue of The ATA Chronicle.

Director Resignation: ATA Director Alexandra Russell has resigned. She cited personal reasons for her decision, specifically the increased time commitments of her new job. Her replacement will be appointed at the next Board meeting followed by an election this October to fill the remaining year of her term. She is also stepping down as co-chair of the Public Relations Committee. Thanks, Alex, for your time and service to ATA, and good luck with your new job.

Online Scam Alert: Since the first of the year, there has been an increase in online scams targeting translators and interpreters. I apologize to those who have seen this warning several times over the years, but there is a reason why these perpetrators send these messages—folks are biting…and losing money. Stay vigilant. If it is too good to be true, it is probably a scam. If you have any doubt about an offer, ask for more information. You can send it to me as well: walter@atanet.org. You can also read more about online scams on ATA’s website: www.atanet.org/ata_activities/internet_scams.php.

Send a Complimentary Copy
If you enjoyed reading this issue of The ATA Chronicle and think a colleague or organization would enjoy it too, we’ll send a free copy.

Simply e-mail the recipient’s name and address to Maggie Rowe at ATA Headquarters—maggie@atanet.org—and she will send the magazine with a note indicating that the copy is being sent with your compliments.

Help spread the word about ATA!
More on PDFs

I am grateful to Jamie Lucero (“PDF Files and Translation,” August 2008) and Lee Wright (Letters, November/December 2008) for discussing PDF files.

As a translator who receives many technical source texts as scanned PDFs, and who is often asked by clients to provide the translation in this file format, I would like to add the following points:

1. Another way to copy images into Word is by using the zoom function to maximize the image on the screen and taking a screen shot (Print Screen). This places the entire screen image on the clipboard. It can be pasted into any image processing application (e.g., IrfanView, a powerful freeware program that can be downloaded from www.irfanview.com). It can then be cropped, and if necessary cleaned up, sharpened, and resized. It is then pasted into the required position in the Word file. Finally, its size can be fine-tuned by dragging the bottom right-hand slider in or out.

2. I generate PDFs from Word documents with Primo PDF, another freeware program that functions as an additional “printer” in the Print menu. Its features include optimizing the file for screen or hard copy, and protecting the file against changes. It can be downloaded from www.primopdf.com.

John Kinory
Oxfordshire, England

Letter to the Editor
SDL is the leader in Global Information Management (GIM) solutions that empower organizations to accelerate the delivery of high-quality multilingual content to global markets. Its enterprise software and services integrate with existing business systems to manage the delivery of global information from authoring to publication and throughout the distributed translation supply chain.

SDL has recently developed a pioneering open and unified environment for the visionary GIM Platform™ based on the scalable and open architecture of SDL Common Enterprise Application Framework™ (CEAF). The GIM Platform will hold all future SDL technology products.

In addition to this, SDL is releasing three revolutionary new desktop technology products:

New in Translation Memory
- SDL Trados™ Studio 2009. Innovation Delivered

New in Terminology Management
- SDL MultiTerm® 2009. Because Brand Matters

New in Software Localization
- SDL Passolo™ 2009. Designed with Software in Mind

What is Translation Memory?
A translation memory is a linguistic database that continually captures your translations as your work for future use.

All previous translations are accumulated within the translation memory (in source and target language pairs called translation units) and reused so that you never have to translate the same sentence twice. The more you build up your translation memory, the faster you can translate subsequent translations, saving time and money.

SDL Trados Studio 2009. Innovation Delivered
Since the acquisition of Trados in 2005 by SDL, there has been anticipation in the market about a unified translation memory software product. SDL Trados Studio is the culmination of 4 years of research, development and significant financial investment and not only combines the best of both SDLX and SDL Trados, it will be the next generation translation memory software when it launches soon.

SDL Trados Studio combines decades of translation technology experience with new and innovative features, meaning it will be the most revolutionary software on the market today. With one integrated environment for all translation, review and project management needs, it offers radical new features on an open, standards-based platform. SDL Trados Studio will significantly enhance productivity and maximize performance throughout the translation supply chain.

Key new features will include:
- RevleX™ - powerful new translation memory engine at the heart of groundbreaking features such as Context Match, AutoPropagation and multiple TM lookup
- AutoSuggest™ - exciting feature that maximizes the leverage from your translation memory by intelligently suggesting possible translations of shorter phrases or words as you type
- QuickPlace™ - innovative new way to quickly apply text formatting, tags, placeables and variable elements such as numbers, dates and times
- Real-time Preview—quickly and easily allows you to check the final look of your document within the translation studio and updates in real-time as you translate
- PDF—you asked, we listened, the new filter for PDF means you can work with PDF files when source files aren’t available

For more information on SDL Trados Studio 2009 please go to www.sdltrados.com/future.

What is Terminology?
Terminology is the study of terms and their use. Terms are words and phrases which describe products, services or industry jargon. They frequently drive competitive differentiation. Most companies use an increasing number of industry- or organization-specific words which need to be accurately stored, shared and translated. Terms could be anything from a product name to a marketing tagline.

Terminology management is growing in importance as organizations are growing globally and looking to convey a unified brand message across the globe, but in local languages. The incorrect usage of terminology can lead to inconsistent company branding and ultimately leads to poor customer satisfaction. It is vital that both content creators and translators manage and share terminology to achieve this consistency and accuracy in customer communications.

SDL MultiTerm 2009. Because Brand Matters
Soon to be released, SDL MultiTerm 2009 is the new terminology management software from SDL. Built on SDL CEAF, it provides one central location to store and manage terminology and integrates with both the authoring environment.
and SDL Trados Studio. By providing access to all those involved with applying terminology, including engineers and marketing, translators and terminologists, it ensures consistent and quality content and branding from source through to translation.

What is Software Localization?

Software localization is the process of adapting a software product to the linguistic, cultural and technical requirements of a target market. This process is labour-intensive and often requires a significant amount of time from the development teams. Traditional translation is typically an activity performed after the source document has been finalized. Software localization projects, on the other hand, often run in parallel with the development of the source product to enable simultaneous shipment of all language versions.

SDL Passolo 2009.
Designed with Software in Mind

SDL Passolo 2009 is specifically designed with the software localizer in mind. Providing one visual environment for software localization, it enhances the speed, quality and efficiency of the localization process. This latest version is easy-to-use, requires no programming experience, and is the fastest version of SDL Passolo ever thanks to QuickIndex™ technology. It enables software companies to accelerate the delivery of their products to global markets and helps them achieve a simultaneous global release.

The real power of SDL Passolo is its tight integration with the SDL Trados translation environment. This ensures maximum leverage of previously translated content through translation memory, centralized terminology use for brand consistency and the ability to plug-in to enterprise-wide solutions such as SDL Translation Management System®.

SDL Trados.
More than just a Product

SDL TRADOS is the division of SDL that provides innovative and market-leading translation software to the translation supply chain, SDL TRADOS is committed to supporting the translation community. Our extensive and varied range of free educational webinars include presentations on how to use our tools and presentations hosted by industry experts on a variety of translation topics.

To get the most from SDL Trados software we offer SDL TRADOS Certification, the translation industry premier technology based certification, which provides a recognized standard of excellence in SDL Trados software knowledge.

SDL TRADOS Certification is a comprehensive professional training program designed to develop and validate expertise in the use of SDL Trados translation technology tools.

As part of our commitment to the translation community we have an ideas portal website, ideas.sdltrados.com, which allows you to work with our product managers and vote on ideas to help us enhance our products further. Please visit http://ideas.sdltrados.com to submit your ideas!

To find out more about our new products or to see the value of translation memory and how much it could be worth to you, we have created an exclusive page for The ATA Chronicle readers, www.sdl.com/atachronicle, where you can find a link to the ‘ROI Calculator’ and any product information. You will also find information on training courses, Certification and much more including a special offer for the The ATA Chronicle readers.
In early 2008, the leadership of the Association for Machine Translation in the Americas (AMTA), in preparation for the association’s October conference, began to discuss how to reach out more effectively to other groups that have a stake in the future of translation technology. Machine translation (MT) has typically been viewed with skepticism, if not outright hostility, by translators, and for this reason, AMTA wanted to extend an olive branch.

Within the MT community, AMTA sees many ways to help translators. While many translators are not attracted to MT itself, many of the language technology components that go into this technology can improve and extend the existing tools that translators do like, including search capabilities. AMTA also wants to listen to translators’ concerns about language technologies.

With this goal in mind, AMTA leaders proposed a session for ATA’s 2008 Annual Conference entitled “First Date: A Dialogue Between Translators and Machine Translation Developers.” The relationship might not go anywhere, but it would at least be a chance to get acquainted! As president of the International Association for Machine Translation (IAMT), I was asked to represent AMTA at the session, along with Jay Marciano, head of SDL’s MT development group. As it happened, Donald Barabé, senior vice-president of technology at the Canadian Translation Bureau, gave an excellent and visionary presentation two days before our session, noting that translators have been technology-driven, but have not had the chance, or found a way, to influence the technologies that are supposed to help them. We found the notion of helping translators to become technology drivers a very timely and powerful way of capturing

As ATA President Jiri Stejskal pointed out during the session, the use of MT in the provision of translation services is not a zero-sum game against translators.

What Translators Want

In the conference session, we asked translators to talk about what they would like a computer to do for them. We asked them not to limit
themselves to what was available or possible. Surprisingly, the participants came up with a more or less continuous stream of ideas during the 90-minute session. We logged 28 different suggestions and later divided them into seven categories. These are presented in Table 1, together with the number of comments that addressed each topic.

**Communication:** This topic emerged toward the end of the session and then dominated the discussion. It was one of two topic areas that really focused on MT itself. Translators would like more definitive information about MT. They feel the need to understand the evolving translation market, to figure out whether they want to offer post editing as a service, and to arm themselves for conversations with clients who ask for information about MT or perhaps even justification for paying professional translator fees when MT is available as an option. Clients’ ignorance and their hopes for an easy solution for translation problems have certainly fueled the tension between translators and MT.

**Resources and Search:** Translators have eagerly embraced terminology search technology as a way to access and expand their available reference materials. This topic brought out suggestions for advances that would enable online searches for bilingual, topic-appropriate text examples, and refinements of search tools and searchable resources that would fit into a translator’s natural workflow. The group also pointed out the need for online access to the large corpora of material, as well as mechanisms for sharing translation memories (TMs) among translators.

**Leverage:** Translators have clearly made investments in accumulating high-value resources—TMs and glossaries—and want to be able to leverage those resources in any future work easily. The comments made hinted at past disappointments when a significant investment in creating such resources could not be transferred to a new tool or new working environment. Either the resources remained trapped inside a proprietary tool that would not export, or they could not be imported into a new tool because of formatting or some other issue.

**New Capabilities:** Participants said they would like MT systems that can learn from the translator’s corrections. They would like such systems to correctly handle dates, currency, and numbers. They would also like to be able to give more feedback to the system. (For example, indicating the quality of a particular sentence output so that the system will learn to provide more translations that translators can really use.)

**Plug and Play:** Currently, many feel that an individual translator who wants to combine MT and TM—or any other tools that might operate in a workflow pipeline—needs to be a computer scientist to connect them. Translators want it to be easy and practical to combine tools in any order. Further, software options should be visible and easy to use, rather than hidden in places where only systems engineers can find them.

**Better Standards:** Participants expressed a desire for a standard document format that would allow them to bundle all language versions of a document into a single transferrable package. (Although this is not possible in Microsoft Office, this is what)
XLIFF [XML Localization Interchange File Format] accomplishes. It is importable/exportable to/from many TEtTs (Translation Environmental Tools). Participants also thought terminology lists and glossaries should preserve the identity of the creator.

New Tools: Many of the suggestions above would be new offerings in the marketplace and can be built with existing technology. The additional suggestions in this part of the discussion were for tools that could be used outside of a workflow. (What if you want a professional caliber terminology management system but not TM?) Jost Zetzsche chimed in for translators who work in less common languages, suggesting that high-quality tools are needed that can handle more languages well (e.g., optical character recognition, terminology management, TM).

In general, translators would like convenient task-specific widgets. For those who do not want to buy into a big, expensive suite of functionality, they would welcome simple applications that do very limited things, such as an add-in that does a customizable online search of highlighted material. Simplicity is the key.

What Is Available Now?
Above, we summarized translators’ comments from the session. Here we offer some suggestions on what might be available regarding the first two topics in Table 1. For the rest, it remains for technology developers to respond.

Communication: Writings and presentations on MT have generally not been aimed at translators. AMTA is very interested in continuing to participate at ATA conferences to provide information about MT and to gain a better understanding of how translators work and what they need. In addition, AMTA is incorporating more content aimed at translators to be used at its own conferences. The organizers of the upcoming MT Summit, to be held August 26-30, 2009 in Ottawa, Canada, have taken this to heart, and are planning conference sessions and tutorials directly aimed at translators, as well as sessions that educate technology developers about how translators work. For more information, check out http://summitxii.amtaweb.org.

Resources and Search: Some of the capabilities that translators need are already available on the market, though not necessarily in the form of tools aimed at translators. Naomi Sutcliffe de Moraes wrote two extremely helpful articles on terminology search tools in the July and September 2008 issues of The ATA Chronicle. She covers tools and suggestions on using search tools to help understand a term in the source language and to find the appropriate target-language term. Identifying bilingual text sources has become a specialty in the statistical MT research and developer communities, but tools tend to be aimed at researchers working in Unix/Linux and are not generally available for Windows, nor are they very precise. It seems that there is an opportunity to commercialize them.

In the area of large bitext corpus resources and mechanisms for sharing TMs, there is more commercial activity. For example, the natural language research group (Recherche appliquée en linguistique informatique) at the University of Montreal has a number of online tools that provide access to many Canadian monolingual and bilingual text resources. Monolingual concordance search is available for free. Bilingual concordance search is available for $129.95 per year for an individual subscription, and provides access to 452 million words in French and English on government and legal topics. TM Marketplace and the Translation Automation User Society Data Association offer access to bilingual corpora aimed primarily at language service providers, corporations, or statistical MT development efforts. TM Marketplace buys and sells individual TMs; the Translation Automation User Society Data Association offers members access to TM resources contributed by its membership. There are also places where translators can contribute and share TMs, such as the Wordfast Very Large TM Project, which is free and anonymous.

Further Thoughts
As representatives of AMTA, we were honored by the open-minded
reception we received during the First Date session. Concerning the historic tension between translators and MT, we realize that translators are not so much against MT as against: 1) having their skills and services compared to MT, and 2) the assumption that post editing MT output is the same thing as translation. We do not think that translators’ jobs are threatened by MT. As ATA President Jiri Stejskal pointed out during the session, the use of MT in the provision of translation services is not a zero-sum game against translators. Done correctly, the use of MT will expand the translation market, but not necessarily eat into the professional translation market.

Technology developers need and value exactly the kind of input that translators gave during the First Date session! We will share the comments with the MT community in writing and at the August MT Summit. We look forward to continuing the dialogue and hearing more from language professionals at future ATA conferences, and perhaps at the MT Summit, to keep the ideas flowing!

Notes
1. A widget is a program that performs some simple function, such as providing a weather report or stock quote, that can be accessed from a computer desktop or webpage, usually by clicking on a button or scroll bar. For more information: http://en.wikipedia.org/wiki/Widget_engine.


As a patent translator, you can benefit from the public availability of target-language patents. Today, patents and published patent applications are widely available on the Internet. In addition to helping you solve terminology issues, looking at target-language patents can help improve your writing style in the target language and subject area knowledge. Read on to find out how to identify specific target-language patents that can help you find relevant terminology.

Art Appreciation

Patents are understood and examined by comparing the invention being patented to the existing art, and more specifically the prior art. In this context, art has nothing to do with Picasso. Here, it refers to the scientific and technical arts. More specifically, art means the body of publicly available scientific and technical knowledge relating to a specific subject pertinent to the invention. This knowledge is often written and published in scientific or technical journals, industry standards, trade magazines, and in other patents or published patent applications anywhere in the world. Information can also become known to the public through conference presentations, demonstrations at trade shows, or product trials. As such, the art is
always changing. A very relevant article may appear in a journal today; a new product may be introduced tomorrow. Be that as it may, examining this material provides a rich source of terminology for patent translators.

**How It Works**

When a patent application is examined or an issued patent is being opposed months or years after the application was filed, all that matters is what was known in the art when the application was filed (or at the time of invention). The patent is being compared to what came before it. Anything that became part of the art after the application date is irrelevant. This is the distinction that “prior” makes in the term “prior art.”

During the patent application examination, the relation of its subject matter to the prior art must be understood. This is important because when it is compared to the prior art, the invention must prove to be novel and nonobvious (or involve an inventive step). This means that a patent practitioner—for example, a U.S. or European patent agent, U.S. patent attorney, or French conseil en propriété industrielle—preparing a patent application must research the art. This search includes the sources provided on page 21 and at the end of this article, but most notably published patent applications and patents. The practitioner must establish: 1) what portion of the art was known prior to the invention; and 2) which source documents the closest prior art. After identifying the prior art, the patent practitioner who prepares the application must describe the prior art—typically this will include the numbers of one or more patents—and cite the reference(s) documenting the closest prior art. During the examination of the patent application, a patent examiner—usually a civil servant working within a patent office—will also search the prior art to determine whether the application should become a patent. If the examiner finds different or closely related items, he or she may require the patent practitioner to revise the application to address the prior art found. If an invention has been described in the prior art, a patent will not be granted.

The Translator’s Task

When subsequently translating the patent application, as a patent translator, you must understand the terminology used in the patent, as well how to render it correctly in the target language. Title 35 of the United States Code (“U.S. Patent Law”) section 112 states that the “specification [the part of a patent application that describes the invention and how it is different from what was known before] shall contain a written description of the invention...in such full, clear, concise and exact terms...” On the face of it, this would seem to make patents a very desirable source text for translation. What translator would not love to have a source text that is required by law to be “full, clear, [and] concise?” (No more complaining about bad writing, right?)

The Other Shoe

Those last two words, “exact terms,” however, hint at a bigger problem. How do you match the “exact terms” from the source language to the target language? The U.S. Patent Law continues: “...as to enable any person skilled in the art to which it pertains...to make and use the same.” This is where the other shoe drops. The target audience is “any person skilled in the art.” Therefore, the focus of your terminology research should be the “exact terms” in the target language that enable “any person skilled in the art” to make the invention. This means that you need to find the terms a person skilled in the art would use.

Where and how can you find the exact terms from the art? As a patent translator, you need a variety of tools to do this successfully, including routinely consulting available dictionaries, glossaries, and other reference works. In addition to references, there is another way of finding the exact terms: using the results from the searches conducted by the patent practitioner and patent examiner to identify closely related target-language patents from the art.

Unlike a patent examiner, you do not need to be concerned about dates or “priority” when researching terminology. Something that comes later—for example, a reference that cites the patent being translated—can still be useful for terminology. Clearly this tool will not work all the time, and it might work only on rare occasions in certain language combinations. When it works, however, it can be a...
Looking for Art in All the Right Places

As you begin searching for relevant terminology, it is important to remember that the patent itself must disclose the closest prior art.

In U.S. patents and published patent applications, the cover sheet provides a bibliography prepared by the U.S. Patent and Trademark Office using information provided by the applicant. For example, consider U.S. Patent 5,406,549. The relevant section of the cover sheet from this patent appears in Figure 1, and you can download a copy using one of the online resources listed on page 21. In Figure 1, the “[56]” is the numbered field code, or INID (Internationally Agreed Numbers for the Identification of Data), for the “list of prior art documents” appearing on the cover sheet. Here, the list of prior art documents cites five other U.S. patents and an equal number of documents presented to U.S. standards bodies. In this example, all of the references are in English, so they are unlikely to be useful if you are translating the patent out of English. You should not stop the search at the references, however, as there are a few more areas to check out.

Mining the Resources of the European Patent Office

In European and other patents, a discussion of the prior art generally starts after the first few paragraphs. This is the best place to start looking for sources of relevant terminology. Consider, for example, French Patent 2,666,348 in Figure 2. The last two paragraphs on the first page in Figure 2 list two U.S. and one Canadian patent as relevant prior art. These are valuable and authoritative sources of exact terms of art in the target language.
useful for translating this patent from French into English.

One important advantage of the European Patent Office website is that it provides bibliographic information as part of the entry for a patent. As an example, we can look up the U.S. patent from Figure 1 on the website.

(Tip: In the Number Search field on the site, remember to put US before the patent number, and remove any spaces or commas.) The “Bibliographic data” tab from the search result is shown in Figure 3. On the right within the blue background, we can see the list of patents cited; it is the same list as provided on the cover sheet of the patent itself. Under the “Also published as,” we see that this patent was published in Japan and Europe (the European patent application is in English).

In the lower left corner of the area with the blue background, there is a link to “View list of citing docu-
Figure 4: Terminology Notes Written Directly on a Drawing from a Patent
ments.” (Since these documents cite the patent being discussed, they are part of the later, not prior, art, but they are still highly relevant for the translator.) This link brings up a list of 18 published patent applications and patents. It turns out that this is a rather significant patent in telecommunications. Of the 18 patents listed, 15 are U.S. patents and two more are written in English; one is written in German. Thus, this one page has two lists of useful bibliographic information: the “also published as” and “cited documents” lists. Together, the bibliographic information at this URL holds promise for translators working from English into German or Japanese.

Since issued patents and published patent applications are in the public domain and widely available on the Internet, reading them for style and vocabulary is useful for improving your skill and the quality of your work as a patent translator.

Additional Sources

Published Resources


Internet Resources

Free Patents Online
www.freepatentsonline.com
U.S., European Patent Convention (EPC), Patent Cooperation Treaty (PCT), and patent abstracts of Japan (English interface).

Patent Blog
www.patentlyo.com
A leading U.S. patent blog.

Patent Searches
http://ep.espacenet.com
EPC, U.S., and many other countries (English/French/German interface).

World Intellectual Property Organization
www.wipo.int/pct/en/
PCT applications (interfaces in various languages).

Patent Searches

Sources for Legislation, Regulation, and Treaties

United States Patent and Trademark Office
www.uspto.gov/web/offices/pac/mpep/mpep.htm

European Patent Convention
www.epo.org/patents/law/legal-texts/epc.html
The EPC (governs European Patent Office) published in three languages, presented in parallel.

World Intellectual Property Organization
Patent Cooperation Treaty Resources
www.wipo.int/pct/en/
Available in various languages.

Legifrance
www.legifrance.gouv.fr/initRechCodeArticle.do
On the drop-down menu, choose Code de la propriété intellectuelle.

Additional Sources

Published Resources


Internet Resources

Free Patents Online
www.freepatentsonline.com
U.S., European Patent Convention (EPC), Patent Cooperation Treaty (PCT), and patent abstracts of Japan (English interface).

Patent Blog
www.patentlyo.com
A leading U.S. patent blog.

Patent Searches
http://ep.espacenet.com
EPC, U.S., and many other countries (English/French/German interface).

World Intellectual Property Organization
www.wipo.int/pct/en/
PCT applications (interfaces in various languages).

Patent Searches

Sources for Legislation, Regulation, and Treaties

United States Patent and Trademark Office
www.uspto.gov/web/offices/pac/mpep/mpep.htm

European Patent Convention
www.epo.org/patents/law/legal-texts/epc.html
The EPC (governs European Patent Office) published in three languages, presented in parallel.

World Intellectual Property Organization
Patent Cooperation Treaty Resources
www.wipo.int/pct/en/
Available in various languages.

Legifrance
www.legifrance.gouv.fr/initRechCodeArticle.do
On the drop-down menu, choose Code de la propriété intellectuelle.

Since issued patents and published patent applications are in the public domain and widely available on the Internet, reading them for style and vocabulary is useful for improving your skill and the quality of your work as a patent translator.

Additional Sources

Published Resources


Internet Resources

Free Patents Online
www.freepatentsonline.com
U.S., European Patent Convention (EPC), Patent Cooperation Treaty (PCT), and patent abstracts of Japan (English interface).

Patent Blog
www.patentlyo.com
A leading U.S. patent blog.

Patent Searches
http://ep.espacenet.com
EPC, U.S., and many other countries (English/French/German interface).

World Intellectual Property Organization
www.wipo.int/pct/en/
PCT applications (interfaces in various languages).

Patent Searches

Sources for Legislation, Regulation, and Treaties

United States Patent and Trademark Office
www.uspto.gov/web/offices/pac/mpep/mpep.htm

European Patent Convention
www.epo.org/patents/law/legal-texts/epc.html
The EPC (governs European Patent Office) published in three languages, presented in parallel.

World Intellectual Property Organization
Patent Cooperation Treaty Resources
www.wipo.int/pct/en/
Available in various languages.

Legifrance
www.legifrance.gouv.fr/initRechCodeArticle.do
On the drop-down menu, choose Code de la propriété intellectuelle.
Using Patents from the Art

Having found a patent from the art in the target language, it is then necessary to explore it for the needed terminology. As far as I know, there is no magic bullet for this, but in addition to helping you find the target-language terminology you need, searching these patents may also expand your knowledge of the subject matter itself, which can be a significant advantage. I often find skimming the discussion of the prior art on the first few pages of the patent to be a useful way to begin looking for terminology. If the patent you are translating and the patent from the art have chemical formulas or drawings, these can be a useful way of lining up terminology between the two documents. The reference numbers in the drawings can be particularly helpful.

I usually print copies of drawings from the patent I am translating and make notes on terminology choices next to the reference numbers. (See Figure 4 on page 20.) A list of the reference numbers with the name of the corresponding parts or assemblies may be provided in the discussion of the figures, and is even encouraged by some legal practitioners, though I have never seen it in practice.

A Broader Perspective

Beyond solving your immediate terminology problems, it is useful to review target-language patents for broader issues pertaining to patent-specific vocabulary, conventions, and writing style. In some cases, it can be difficult to find examples of target-language documents that are comparable to the source-language text you need to translate. Since issued patents and published patent applications are in the public domain and readily available on the Internet, reading them for style and vocabulary is

Points to Keep in Mind

- When a patent application is examined, the relation of its subject matter to the prior art must be understood. This is important because the invention must be novel and nonobvious (or involve an inventive step) in comparison with the prior art.

- When subsequently translating the patent application, the translator must understand the terminology used in the patent, as well as its correct rendering in the target language.

- The focus of the translator’s terminology research should be the “exact terms” in the target language that enable “any person skilled in the art” to make the invention. This means that the translator needs to find the terms a person skilled in the art would use.

- As the translator begins searching for relevant terminology, it is important to remember that the patent itself must disclose the closest prior art.

- In European and other patents, a discussion of the prior art generally starts after the first few paragraphs. This is the best place to start looking for citations of patents from the prior art.

- One important advantage of the European Patent Office website (www.epo.org) is that it provides bibliographic information as part of the entry for a patent.

- Reading issued patents and published patent applications for style and vocabulary is useful for improving your skill and the quality of your work as a patent translator.

- Skimming the discussion of the prior art on the first few pages of the patent is a useful way to begin looking for terminology.
useful for improving your skill and the quality of your work as a patent translator. When I started translating patents, I looked for a patent to study in a subject area that I knew well and chose the one used in the first example (U.S. Patent 5,406,549). (Here, I had an advantage because, starting a few years after the patent was issued, I worked for several years in the same Bell Labs department with the inventor, so I already knew him.) You may want to do the same and look for a patent in your target language in a subject matter that you know well.

If you are a patent translator, seeking out and consulting patents can have enormous benefits. You can look for related patents in the target language as a source of terminology, and for well-written patents that can strengthen your understanding of general issues of patent-specific vocabulary, conventions, and writing style. Reading patents in your target language is sure to make you a better patent translator.

Notes

2. See Title 35 USC §103(a).

3. See EPC Article 56 and PCT Article 33(3). Here and elsewhere—e.g., French Code de la propriété intellectuelle, Partie législative Article L611-14—inventive step is defined in terms of being nonobvious to a person skilled in the art.

4. EPC Article 83 and PCT Article 5 impose similar requirements. For the patent practitioner and examiner, the main emphasis is on enabling, while acknowledging that clarity is also required.

5. Numbered field codes on the cover page, or INID Numbers are available at www.wipo.int/standards/en/pdf/03-09-01.pdf. INID is an acronym for “Internationally Agreed Numbers for the Identification of (bibliographic) Data.”

6. This patent can be downloaded in its entirety from http://ep.espacenet.com, a resource maintained by EPO. Click on Number Search on the left and then enter FR2666348 in the field with no embedded commas or spaces; this website can be a little finicky about having exactly the format that it expects.
Bank reports, school documents, legal briefs, contracts, newspaper articles, technical manuals, handwritten notebooks, and memoirs. These are part of the usual day-to-day work of a professional translator meeting the needs of the commercial market, with its deadlines and demanding agencies and generally poor communication with the author or other source of the text. I have been doing these things since 1967, but over the years I have had the opportunity to do a few nonfiction books, including two self-help books that were published in vanity presses and one history book on Argentina. Up until a few years ago, however, I had never done literary translation other than a few short book collections or stories.

One day in late 2004, I received an e-mail from Ruy Câmara, a Brazilian author who was seeking an English translator for his award-winning fictionalized biography, *Cantos de Outono.* He wondered if I knew someone who might be interested in the project. Because the man was from the part of Brazil that I know the best from my years in the Peace Corps, the Northeast, I replied that I might be that person, as an experienced translator and a connoisseur of his part of the world. He sent me a copy of the book and I started reading it, but was put off by the fact that it was nearly 500 pages long and had nothing to do with Brazil’s Northeast: it was a biography of French poet Isidore Ducasse, who was known by his pen name, the Comte de Lautréamont.

Eventually I tried translating the first 10 pages as an exercise in curiosity, but lost them in a computer crash before being able to share the results with the author, and was loathe
My purpose here is to give an account of my experience for anyone contemplating making a move into literature.
In translating a literary work by a living author, there is the very real possibility of close contact with that author.

the original client. I also have found that some agencies are not very good about getting helpful information from their clients. This often means that the translator has to go to industry or actual client websites seeking terminology, descriptions of industrial processes, and perhaps other translations on the same topic.

In translating a literary work by a living author, there is the very real possibility of close contact with that author. In my case, I maintained e-mail contact with the author throughout the project, even using Skype, the Internet voice communication service. The author also helped me out greatly by sending copies of the e-mails he had exchanged with his French, Spanish, and Romanian translators to clarify the meaning of the text. I often sent him messages asking for clarification or questioning apparently contradictory text. We had the opportunity to meet personally for a couple of days in December 2006, during which time we were able to go over dozens of points, both big and small, in addition to the important personal acquaintance and friendship that we forged. I purposely avoided consulting existing translations of the work in Spanish and French, although they may have helped untangle questionable syntax and time references, but I wanted to avoid “contamination” from another translator’s interpretation.

Obviously, doing a job by a dead author would not afford the same opportunity, but in such cases there may be prior translations, or translations into other languages that can be very helpful, as well as other critical literature.

Psychological Approach to the Work: With literary translation, unlike most commercial work, one develops an important psychological relationship with the project, the subject of the book, and the author. One grows either to love the work or to despise it. As I worked, I grew to have a greater appreciation for the literary value of the book and of the subject of the biography. I eventually read substantial parts of the French poet’s works in translation.

Differences in the Act of Translation

As opposed to commercial translation work, as one sits and produces a literary translation, there are some notable differences in the actual translation process.

Commitment to Accuracy: In literary work, our commitment to accuracy, which is typically absolute and literal in legal and financial work, may be interpreted a little differently. Rather than being so closely attached to the idiom and specific expression of the original, we want to produce a work that will have the same overall effect from a slightly greater distance. In a legal contract, every comma can be crucial. In literary text, we have more freedom to restructure sentences and paragraphs and bring in idioms with equivalent impact, even though the images and metaphors may differ. In fact, we are often challenged to come up with such equivalences when nothing quite like the original will work. Nonetheless, the translator is strictly bound by the original work and is never free to “edit” it, even though he may be tempted. I occasionally found myself wanting to cut out sentences or even whole paragraphs because I thought the book would read better and make more sense that way.

Style: The translator has a second goal that goes hand-in-hand with accuracy, and which may sometimes seem to be in conflict with it: style. The translated work must read as if it has been written in the target language. Therefore, the translator must be ready to boot out and replace anything that sounds “foreign” or “strange.” Doing so may cause the translator to wander beyond the strict lexical meaning of the original into functionally and emotionally equivalent forms.

In terms of grammar, English will often allow the option of retaining an original structure, although not the most common one. For example, between Portuguese (or another Romance language) and English, the translator must constantly be on the lookout for the possibility of replacing the “de-construction” with the English genitive “apostrophe s.” (Up to my very last revision I found myself still contemplating replacing “The voice of Ernesto reverberates…” with “Ernesto’s voice reverberates…” or “The future of the boy depends…” with “The boy’s future depends…”.) Likewise, the use or omission of definite articles cannot be carried over from the original when translating from most languages into English: “…warns me that the fearful thoughts…” should be “…warns me
that fearful thoughts…”

The delicate native ear of the translator will have to listen most closely for these and hundreds of other similar stylistic options or ambiguities. A sure sign of a weak or poorly revised translation is one that reflects too much of the original, one that still sounds somehow like Portuguese (or French, or Spanish, etc.). In other words, a translation that has an accent. This is probably the primary barrier to doing quality translation into one’s second language. While the notion of working only into one’s native language may also apply to any other area of translation, in literature it is absolutely crucial in creating a good or excellent translation rather than one that is barely acceptable or even unacceptable. In more utilitarian work, native language intuition and tone are less important, so long as the accuracy of lexical meaning is carefully preserved and grammatical norms are followed.

Greater Cure Time: By this I mean that, due primarily to the demands for a natural style in literary translation, it is essential that the translator allow plenty of time between readings of the original text. As one reads an original with the intensity required of translation, one’s ear can be contaminated so that the translated product may sound fine to the translator immediately after doing it, even though it still has that accent. Only time away from the work, and from the language itself, will allow readjustment back to native standards.

Respect for Original Literary Values: As stated at the outset, my novel made use of Magic Realism. That means that the reader would often be surprised by talking bats, roving eyes on high, and unanticipated plunges into abysses of hallucination; in other words, things that challenge the reader’s suspension of disbelief. The translator might be tempted to water down such images or to attempt somehow to demarcate the real from the unreal or imaginary, thinking that this will make the work more acceptable to his reader. This is prohibited in literary translation. The work needs to stand on its own.

The Process of Translation

While the steps to the translation of a 500-page book are not fundamentally different from those of a common commercial job, there are some detailed variations in the process.

Read the Entire Work: The piece should be read for pleasure, while imagining it translated, but without giving any specific thought to translation solutions. Is this the sort of book that would read well in the target language? Do I enjoy what I read? Is it of high quality, something worth the effort of translation?

Make a Trial Translation: Try translating some passages, a few pages, or a chapter. Is it doable and interesting? Have someone else read your work. Make the commitment with the author or other owner of the rights to proceed, having shared your sample with him or her.

Do a First Draft, Chapter by Chapter: Set out on the job in easy units. Reread each chapter before translating it, this time thinking specifically of translation solutions.

Reread Each Paragraph Before Proceeding: While translating a chapter, stop to reread each paragraph, unless rhythm, cohesion, and a smooth flow militate against stopping that often. This minute reading will catch the grossest of errors, such as omission or duplication of lines, or sentences that make no sense. Nonsensical sentences almost always have their basis in a single word skipped or misread, or misunderstanding of the sentence structure, especially in long, complex sentences.

Allow Time to Pass: Once a chapter is finished, allow at least a day to pass before reading the entire unit again, checking once more for completeness, mistranslation, and nonsense, but also with the ear closely attuned to the cohesion and flow. I sometimes became surprised at this point at how well the translation read, as the underlying literary values began to emerge, often invisible in the closeness of the act of translation. At this point, English style, although important, takes a back seat, favoring an accurate rendering of the original meaning, both explicit and implicit. Keep the original at hand throughout this reading, so that it can be consulted to verify accuracy.

When Finished, Reread the Entire Book: From the computer
screen, concentrate on flow and style, eliminating awkward phrases, words that do not sound quite right, idiomatic expressions that may have been translated literally or inadequately. It is important to read fairly quickly, moving along to see how it reads as a whole. The original is available for consultation, but will not be used unless a doubt appears concerning meaning or tone. Attention to English style is paramount at this point. Does it have an accent? Does it stand alone as a book written in English?

Print and Reread: Once revised on-screen, print the book, paying attention to formatting issues like page numbering, consistency of spacing, and typography. This time, concentrate on typos, misspellings, punctuation, among other things that are much easier to see on paper than on screen. Of course, you must be attentive to errors of all sorts, and may change words that had been doubtful the first time through. Any footnotes or quotations from other works are double checked and verified at this stage. This is really your last crack at the work until it goes to an editor.

Lexicon: Creation and Maintenance of Glossaries

As in any translation, glossary building and maintenance is very important, particularly in long texts, where it is easy to forget something one has looked up before.

Hard Disk Resources: You should have at all times on-screen dictionaries available for consultation. In my case, I use Portuguese, Portuguese-English, and English: Aurélio Eletrônico, DIC Michaelis UOL, and Microsoft Bookshelf, respectively. You will make very frequent use of the thesaurus function of Bookshelf, or a stand-alone thesaurus, as you seek a variety of words for a particular concept, or in order to have access to your passive vocabulary—words you know and recognize but might not think of using immediately.

Format: I initially created a new glossary for each chapter, using a simple table in Word with columns containing the original word, English translation(s), chapter, and page where the original was found. After the first few chapters, I merged individual glossaries into a master one. I endeavored to enter a word every time I looked one up. My glossary contains many words that I already know in Portuguese, but my look-up represented a search for a variant beyond the first equivalent I might think of, or when a word seemed not to be used in a familiar way.

Repeated Concepts: Certain concepts were used repeatedly and needed a lot of variant translations to be available.

As in any translation, glossary building and maintenance is very important, particularly in long texts, where it is easy to forget something one has looked up before.

Unusual Words: Many words are not in standard dictionaries. In my book there were hundreds of references to mythology, philosophy, history, nobility, pharmacology (hallucinogens and ancient cures), and the names of plants that my Aurélio Eletrônico and other references ignore. In this situation, specialized dictionaries, and especially the Internet, are the salvation. Even the names of foreign leaders and their titles, as well as place names, are usually different in Portuguese and English: Wilhelm versus Guilherme versus William; Eugenia versus Eugènie, etc.

Wealth of Vocabulary: In order to match the depth of the original vocabulary with target-language lexicon, you may have to use words in the target language that you do not usually
use or even know. Is this safe, or do you run an inordinate risk of misusing a word? With considerable support from dictionaries and thesauruses it can be quite safe, and certainly necessary if your author is a walking dictionary. You owe it to the author not to “dumb down” his vocabulary. On the other hand, you must avoid the use of really strange words that will bog down or mystify your reader. Even if the original author is trying to dazzle his audience by resuscitating dead words, or creating new ones, you must use extreme care before attempting to use such devices.

Creating Terminology or Set Translations: It may be necessary to settle on specific ways to translate recurring expressions that may not be translatable by literal lexical equivalents. One difficulty while translating was olhar que lá de cima ve tudo and similar variants that repeatedly referred to a metaphorical all-seeing eye. The word olhar, usually translated as “look” or “glance” (as in olhar de esguelha, “sideward glance”), must be translated here as “eye,” as in the “all-seeing eye from on high.” The author did not particularly care for my use of “eye” in English, yet no alternative seemed to work, especially the usual “look” for olhar. So something meaning “eye from on high” or “eye in the sky” was used, although I tried to avoid the unfortunate rhyme in those particular expressions, preferring “eye from above” or something similar. Another challenging word was hematofago, which is a “blood-eating animal,” but always referred to a bat in the text, thus a “vampire bat,” used symbolically throughout the book. It usually became simply “bat,” only occasionally bearing its full descriptive name.

Other Specific Issues Encountered

The following are a few language-specific issues I dealt with during the course of my translation. Though the examples are language-specific, you may find yourself dealing with similar situations in the languages in which you work.

Sentence and Paragraph Length: Portuguese, like Spanish and perhaps other Romance languages, has what seems to the English reader to be an enormous tolerance of, or even penchant for, long sentences. Sometimes the long sentences are what we call “comma splices” or “run-ons” and can be simply clipped apart. More commonly, however, it is necessary to do some reformulation, such as adding in the subject again or substantially changing the word order. One thing that cannot be done, except occasionally, is to leave the monsters in place. (Again, see Clifford Landers’ Literary Translation: A Practical Guide for thoughts on dealing with overly-long sentences.)

Paragraphs, like sentences, may seem endless. The English-language reader demands white space on his page, that is, frequent breaks in the paragraph that correspond to changes of direction. To comply, I introduced many new paragraph breaks. The dialogue in the original certainly did not follow the English norm of a new paragraph for each time the speaker changed. A single paragraph would include back-and-forth dialogue, as well as the words of many interlocutors alternatively. These were all changed to English standards for paragraph breaks, significantly altering the appearance of the page and increasing the friendliness and accessibility of the text.

Literary Citations: Because the biography is that of a writer, that writer’s words were sometimes included. On my first time through, I did a rough translation into English of the author’s Portuguese translations from French, primarily as a placeholder. On the second or third reading, I replaced my translations with those of the standard English version, using Alexis Lykiard’s fine 1994 English translation of Maldoror, adding footnote attributions.¹³

Somewhat more problematic were the words of other authors cited by Ducasse, particularly Baudelaire; the young poet had a tendency to misquote Baudelaire on purpose, or combine separate poems. I used a variety of sources for Baudelaire’s words, and had to do some splicing together, and in some cases maintain my English translation from the Portuguese when I was unable to find a usable standard English citation that corresponded to the text. At one point in the book there is an extensive biblical quotation, and I went to the King James version in English, thus preserving the archaic nature of the original and using language familiar to most English readers.

Curses, Blasphemes, and Taboo Words: This is always a challenging area of literary translation, but one that can often be fun. At one point, the young Ducasse, incensed that someone has been going through his journal, blasphemes the suspects, using highly literary terms he picked up in his reading. That flabbergasts his fellow students, who comment more on his words than what they mean. In order for their reaction to make sense, I had to find something equivalent in English. I went to some websites specializing in “Shakespearean blasphemy” and came up with a good equivalent. In dealing with the subject’s masturbatory fantasies, I had to have available a variety of words for the male organ, usually relatively...
tasteful euphemisms, rather than the most coarse of words which might first come to mind. This was quite a challenge, for as Clifford Landers points out, “English is surprisingly deficient in words midway between clinical terms like ‘intercourse’ and its street equivalents.”

The crucial thing in dealing with curses, blasphemes, and taboos is achieving stylistic equivalence, so that the reader of the translation gets the same sense of delight or repulsion as the reader of the original.

Place Names and Addresses: My author did extensive on-site research in France and Belgium, and included detailed descriptions of the urban geography of Paris and Brussels, as well as the southern cities where the poet studied. In most cases, he uses Portuguese words for “street,” “square,” “garden,” etc. When he did this, I used English associated with the original French names. However, where the book uses Place, Rue, etc., I used the French.

An Artistic Endeavor

If you are an experienced translator with an interest in literature, I would certainly recommend that you consider the possibility of doing literary work. Start with small projects done largely for amusement and exercise, and work up to a major work. Literary translation is an artistic endeavor, and as such, can be enormously rewarding intellectually. It is also an excellent diversion from the day-to-day reality of bank reports and legal briefs.

Notes


Professionally, Lewis successfully combined banking and translation—a feat which more than one member of our profession would dearly love to emulate. At one time, he had been president of the International Bankers Association. Equally fluent in English and French, he later devoted himself largely to literary translation, especially for the theater. He translated and adapted for the stage and screen the works of Jean Marie Lucien Pierre Anouilh (Antigone), Jean Giraudoux (La Guerre de Troyie n’aura pas lieu), and many others, including a translation of Journals of André Gide.

Not only was Lewis a superb literary translator, but a champion of our profession. Among his many comments about translators and translation, the following are favorites of those who worked with him within ATA:

“The translator is not the servant of his author; he is the servant of the author’s book; and that, in most cases, given the syntactical negligence, shall we say, to which most authors are subject, is servitude enough.”

“My own reading and experience lead me to the extravagant opinion that German must be the easiest language to translate into, as it is the most irritating language to translate out of.”

“The greater part of the writings that we translate for public sale are not works of art. All contain some clumsiness of expression, some defective syntax, some illogic, some unsuspected errors of taste and—in nonfiction—of fact. What is the translator to do? If he reproduces those flaws he is called a poor translator, a fellow clearly incapable of writing English. So, the translator cleans up the syntax, introduces a modicum of logic, sends the once gawky expression tripping gracefully across the page; and in the whole wide world nobody—not the author, not the publisher, not the book critic—knows the difference. Even the translator’s wife (or husband) soon tires of being shown with indignation examples of the author’s ineptitude, and, with self-righteousness, examples of the translator’s genius.”

Lewis’ devotion to translation continues to make itself felt to this day. In his will, he endowed a prize for distinguished literary translation, the Lewis Galantière Award, directing ATA to award it periodically to nurture and recognize the translator’s work. It is with no small pride that ATA remembers one of its staunchest supporters and effective champions.
Instead of working exclusively for agencies, many translators and interpreters are discovering that working for direct clients is a rewarding experience. However, the approaches that work for soliciting work projects from agencies are often not helpful when it comes to attracting direct clients.

Dear Business Smarts,

Business from some of my regular agency clients has dropped off a bit recently, and I am looking to expand my client list, but I am not sure where to start. I have responded to a few job postings online, but without much success. There must be people looking for good translators, but how can I find them?

Need new channels in DC

Dear New Channels,

Thanks to our globalized economy, translation and interpreting services continue to be in great demand. Despite this, significant groups of translation buyers still have no idea what to look for when they select a translator. That is where you come in.

Use some of your free time to develop interesting marketing materials for your company that will appeal to direct clients. This will probably involve reworking some of your standard marketing tools that have proven most effective for working with translation agencies. For instance, your résumé is most likely filled with information about your computer-assisted translation tools, daily capacity, education level, and references from other agencies. Most of this will be of no interest to direct clients, whose focus is simply on selling their widgets and services. Therefore, your revised marketing materials have to concentrate less on how you do your work, and more on what you can do for your customers. Tell direct clients that you can help them sell their products, access new markets, resolve problems with foreign suppliers, and settle legal concerns. Think of particularly rewarding experiences you have had in your career. Did a customer thank you for a particular achievement? Were you able to rescue a customer from an imminent business loss? Your direct marketing materials should make special mention of such successes. It goes without saying that your business cards and materials will show you in the best possible light only if they are up-to-date and include current information.

Next, venture out of your freelance office environment. Investigate the business networking opportunities accessible to you, such as events held by chambers of commerce or special interest groups such as Business and Professional Women. Many of these groups invite everyone attending their meetings to give a brief self-introduction. To prepare for this, write out—and practice delivering—your very own “elevator speech”: a short paragraph about your services that particularly highlights your practical experience, but omits details about your academic credentials or technical work equipment. (We recommend avoiding the subject of pricing altogether; and certainly do not call your services “affordable” or “low-price”)

You will most likely need to persevere in these efforts for some time before you see results. Networking and marketing are not likely to generate immediate business, but your reward for persistence is that clients acquired by direct contact often turn out to be highly rewarding accounts, offering recurring assignments and the personal contact many of us miss in our work.

To assist you in your efforts to access direct clients, ATA is preparing a Client Outreach Kit consisting of a customizable PowerPoint presentation and additional helpful materials. The kit is scheduled to become available this summer—to ATA members only—in the form of electronic files that can be downloaded from ATA’s website.

Comments?

ATA members can discuss business issues online at the following Yahoo! group:
http://finance.groups.yahoo.com/group/ata_business_practices. You will need to register with Yahoo! (at no charge) if you have not already done so, and provide your full name and ATA member number in order to join the group.
How Long Does It Take?

Posted on March 6, 2009 on Corinne McKay’s “Thoughts on Translation” (http://thoughtsontranslation.com)

Many beginning translators are (understandably!) very concerned about how long it will take them to establish a viable business. For obvious reasons, including differences in the demand for certain language combinations, variations in business and people skills, among other factors, it is hard to give figures on how long it takes to get started as a freelance translator. I would be interested to hear about other people’s experiences, and I will offer some of my own here.

My initial startup phase—during which I set up a basic website, wrote my translation-targeted résumé, had business cards printed, and joined ATA and the local translators’ association and started to make some contacts in the area—took about a month. This part was fairly easy because it was fun; writing copy for a website is actually a lot more enjoyable compared to sending out 400 cold e-mails, so this phase was pretty painless.

I then started going through ATA’s directory to look for potential clients. I looked at each agency’s website to see if they were taking résumés from translators in my language combination. If they were, I sent them my materials, and if anyone responded to me in a positive way (even if it was just the “we’ll keep your résumé on file” e-mail), I sent them a handwritten note with some business cards. I also asked about five local agencies for informational interviews. I set a goal of applying to 10 agencies per day. I am not sure if I actually met that target, but the whole cold e-mailing process took about three months, and I contacted over 400 potential clients.

After about six months, I started to feel like a legitimate translator. Work was still very sporadic, but I had a few actual clients that were sending me small but steady projects like birth certificates, school transcripts, etc. I also applied to become a Federal Bureau of Investigation (FBI) contract linguist, a job opportunity that materialized about two years later.

I think that the phase that went from months 6 to 18 of my freelance career was the hardest. I had some work but not many big projects, and a dry spell could involve the better part of a month with no paying work. In the back of my mind I wondered whether this freelance thing was really going to work out or whether I should just look for a full-time job. Feast or famine was really the name of the game during that period; no work for two weeks, followed by a 6,000-word project that had to be done over a weekend.

After one year, I had made $9,000 freelancing. For the amount that I had worked, this was not a bad sum, but I clearly needed to earn more if I was going to have a viable business. I relaunched my marketing efforts and expanded them to publishing companies, agencies in France and Belgium, and other potential clients I had not considered. I also sent marketing postcards to a lot of agencies I had contacted in my initial marketing efforts. After 18 months of freelancing, things looked a lot better. I was earning as much as I had at my previous full-time job (granted, this was teaching high school French, so we are not talking six figures!), and I was starting to get some larger projects.

In addition, I passed the exams and security clearance to become an FBI contract linguist and started working 10-15 hours a week at the Denver FBI office, a level that I kept up for about the next two years. At that point, probably around the end of my second year of freelancing, I stopped worrying about whether I should get a full-time job and decided that freelancing was going to work out. During that year, I saved $100 a month toward attending my first ATA Annual Conference, where I met several new and big clients.

Related Blogs and Links

- Freelance Translators from Scratch
  http://workingwithwords.wordpress.com

- Marketing Minute Newsletter
  www.yudkin.com/markmin.htm

- Musings from an Overworked Translator
  http://translationmusings.com

(Note: This is intended for informational purposes only, not as an endorsement of an individual or company.)
Almost exactly five years ago I wrote an article for *The ATA Chronicle* (July 2004, accessible with many other back issues on ATA’s website) entitled “Taking Inventory with St. Jerome: How Well Equipped Are Our Computers?” This is how the article started:

As I was browsing through websites recently, I noticed that the image used most often on translators’ home pages is of St. Jerome, the patron saint of translators and the grand translator of the Bible into common Latin. Now, do not misunderstand me—I have nothing against St. Jerome; in fact, most of my academic life was spent researching the translation of the Bible. But I believe these images of Jerome, quill in hand, bent over a roll of parchment, communicate something else: a romanticized idea of translation that has very little in common with our work as modern translators in a highly computerized world. I may be guilty of overextending this interpretation, but I believe that many of us would prefer to identify with figures like St. Jerome than with a computer geek hunched over a keyboard. The truth is, however, that we need both sides of the coin.

I would not be surprised if some of you are saying: *He’s been preaching this to us for five years now? Doesn’t he get tired of it? I sure do!*

My apologies if that is so. But I don’t get tired of it, because I think that there is merit in persuading colleagues to embrace translation technology.

PLUS, I have something completely new to offer. There is simply no longer any reason to focus only on St. Jerome—because good old Jerome has morphed into **Jeromobot**. Jeromobot has all the linguistic passion and love for language that Jerome has always had, but he has combined it with a heart for technology and a new beat to walk to. His business card appears on the right.

Some of you had the privilege of meeting him in person at last year’s ATA Annual Conference. For those who did not, let me tell you: Jeromobot is gentle—but persuasive and persistent. My children can certainly attest to that. They are increasingly embarrassed—actually, mortified—by the many videos Jeromobot and I have been working on, and which can be admired on YouTube. Most of my writings have lately been inundated with him as well.

Yes, he is goofy (his female friends call him “sweet”), but there is something serious that he and I hope to achieve. The original source for this month’s column title comes from 2 Corinthians 5:17 (here from the *New International Reader’s Version*), and refers to more profound ideas than just new times for translators, but it does not hurt that this is also Jeromobot’s battle cry.

So if you think that the only translation technology question you might have to consider is whether or not to invest in translation memory technology (and there is a wrong and a right answer to that question!), you might have overlooked this thought: the changes accompanying these new times transcend that simple decision. These new times bring browser- and/or server-based translation environments, tight integrations into predefined workflows, arrangements with machine translation, and new quality criteria that are aligned along the lines of usability rather than a more ethereal “highest possible quality.” These are all things that would truly befuddle St. Jerome, but not Jeromobot. He is used to a new beat. While he might not always walk in a straight line, he perseveres with seriousness and passion written all over his face.
Finally a Translation Technology Provider with a 100% client retention rate over 2 years and a cost-effective pricing model that works for companies of any size.

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www.jivefusiontech.com

The ATA Annual Conference is the essential event for translators and interpreters, providing professional development and networking opportunities specific to your needs.

- Choose from 150 educational sessions covering more than a dozen languages and a variety of specializations. Speakers from all over the world will share their experience and expertise.

- Connect with over 1,800 translators and interpreters from throughout the U.S. and around the world. Take advantage of a multitude of opportunities to promote yourself and your services.

- Reunite with friends and colleagues, enjoy food and drink, listen to music and dance. Spend time socializing at the many special events and activities offered.

Conference Registration
Registration begins in July.
You will receive the Preliminary Program and Registration Form with the July issue of The ATA Chronicle.

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New York Marriott Marquis
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Special ATA Room Rates
Single/Double = $208 (exclusive of tax)

Reservation Deadline
Take advantage of these special rates, available until October 6, 2009, or as space allows.

Make your reservations online at www.atanet.org/conf/2009/hotel.htm
Or call the Marriott at (800) 843-4898 and ask for the special ATA rate.

Advertising Opportunities: Print / Web / Exhibiting / Sponsorship
Don't miss this opportunity to promote your company to 1,800 attendees who need your services and products. Learn more at www.atanet.org/conf/2009/advertising.htm.

Visit www.atanet.org/conf/2009 to learn more.
Understanding the world and its many languages is what helps NSA solve the Nation’s most difficult challenges.

As a Language Analyst with NSA, your language proficiency and the understanding of nuance, context, cultural overtones, and dialect will have a global impact in providing the fullest and most accurate intelligence to U.S. policymakers, military commanders, and Intelligence Community members.

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The South Eastern Medical Interpreters Association (SEMINA) was established in 2006 in response to the growing need for qualified medical interpreters in Kentucky and the southeastern U.S. as a whole. SEMINA welcomes the participation of professional interpreters, those who work with interpreters, and those who have an interest in furthering the profession of medical interpreting.

**Mission**
- To enhance the professional image of translators and interpreters in the health care industry.
- To contribute to improving the standards and professional ethics, practices, and competency of medical interpreters.
- To increase professional and public awareness of the importance of providing qualified interpreting services in health care.
- To provide an open forum for medical interpreters and translators for the regular exchange of ideas and experiences.

**Quick Facts**
- Established: 2006
- Website: www.semia.net
- Phone: (859) 281-6086
- E-mail: info@semia.net
- Address: South Eastern Medical Interpreters Association Black and Williams Center 498 Georgetown Street Lexington, Kentucky 40508

**Benefits and Activities**
- Annual regional conference (next conference: June 18-19, 2009 at the University of Kentucky in Lexington, Kentucky).
- A 20% discount to SEMIA’s annual regional conference.
- Subscription to *LA SEMILLA*, the association’s quarterly electronic newsletter.
- Invitations to SEMIA’s regular meetings.
- Discounts on training and seminars sponsored by SEMIA, as well as on any products or services the association offers.
- Access to a regional listing of qualified medical interpreters.

**Additional Information**
For complete information on what SEMIA has to offer, please visit www.semia.net.

ATA’s chapters and its affiliates, along with other groups, serve translators and interpreters, providing them with industry information, networking opportunities, and support services. This column is designed to serve as a quick resource highlighting the valuable contributions these organizations are making to the profession.

**ONLINE NOW**
Visit www.atanet.org

**ATA Medical Division/Interpreters Division Joint Conference**
July 18, 2009
Washington, DC
www.ata-divisions.org/MD

**ATA Portuguese Language Division Conference**
June 6-7, 2009
Amherst, Massachusetts
www.pldata.net
A conference focusing on the Lusophone world.

**Blog Trekker**
www.atanet.org/careers/blog_trekker.php
Check out ATA’s growing list of blogs related to the translation and interpreting profession.

**ATA Translation Company Division**
10th Annual Conference
July 30-August 1, 2009
Quebec City, Quebec, Canada
www.ata-tcd.com
Register now for what promises to be an exciting weekend of speakers and events!
A well-designed, pocket-size legal dictionary would probably be a nice addition to any court interpreter’s arsenal. Young Chen, the author of the *Chinese-English/English-Chinese Pocket Legal Dictionary*, seems to have had this exact use in mind when putting together this new reference work. The first sentence of the foreword states: “This pocket dictionary is designed to help those individuals who need to communicate in real-life situations where it is vital to quickly find an English or Chinese legal term or phrase.” Well, fortunately or unfortunately, Chen might not have to be personally involved in such situations. He has degrees in translation and political science, taught a United Nations-sponsored translation training program, and worked as a senior translator for major international organizations. If Chen had to interpret in a court, he most certainly would not need to consult his own dictionary.

**General Comments**

The paperback dictionary measures 5.9 x 4 x 0.7 inches according to amazon.com. It fits into a trouser pocket (but not a shirt pocket), a purse, or a briefcase easily. It has eye-pleasing covers and comes with nice paper, crisp fonts, and good bonding. The font sizes of the letters and characters are somewhat small for a pair of aging eyes like mine, but the type is still quite legible.

The dictionary is actually two souped-up glossaries lumped together. The first half is Chinese-English, the second half is English-Chinese. For each source term, there is usually one, occasionally two or more, target phrases. There are few definitions, and I encountered no usage examples. Based on the number of pages and average number of entries on each page, the stated figure of 6,000 entries is probably the combined total of both lists.

**Content**

As stated in the Chinese foreword, but nowhere else, this dictionary is geared toward U.S. legal systems. Appendix II provides an English version of the Miranda Warnings with Chinese translations using the Simplified character set, and a Pin Yin representation for pronunciation. Appendix III lists the titles of many U.S. immigration forms with Chinese translations, this time without Pin Yin equivalents.

A unique feature of this dictionary is that the entries are divided into eight categories: general and procedural terms, commercial law, criminal law, family law, health care law, immigration law, and traffic law. This feature is noted on the back cover, which also claims that the dictionary is “perfect for professionals who work with Chinese speakers, including interpreters and translators…” The truth is, one probably will not catch this interpreter with a copy in a courtroom.

Let us consider a real-life scenario. Just a few days ago, I was in a federal court interpreting for a plea hearing of a felony case. The prosecutor mentioned “community confinement.” I stumbled on the phrase and had to ask for clarification, so the prosecutor used “half-way house,” which I understood. Now imagine I had the dictionary and obtained the judge’s permission to look these two phrases up. First, I would have to determine to which category they would belong, and criminal law would seem to be a safe bet. Then I would need to locate the criminal law section in the second half of the book among the eight sections. Finally, I would look them up in the section. But wait, they are not there! Now what would I do? With everybody else looking on, I probably would start to panic! Could they be listed in the general procedural terms section?
Dictionary Review Continued

fact, neither term is listed anywhere in the English-Chinese part of the dictionary, but I would have to go through all EIGHT sections one by one to be sure! Would the judge allow me to do that? Well, maybe, but I would rather not find out.

There are other common legal terms that are missing, such as “purge,” “common law” (“common law marriage” is listed under family law), and “advance directives,” although “living will” is listed under health care law. Given the limited number of entries, I guess the list will likely grow longer, but I am already tired of going through all the sections for each term.

Some of the target choices given may be debatable as well. For example, for the entry “sentence above the guideline range,” the Chinese equivalent does not specifically say “range,” which is a very important concept to all parties involved.

Another unique feature of this dictionary is that literally every Chinese phrase comes with its Pinyin pronunciation, which takes up a considerable amount of space. I could see the point of providing these pronunciations in the English-Chinese part. Someone, especially students of Chinese as a second language, may be grateful for the assistance on how to say the words. That said, a language professional should at least know how to pronounce common Chinese characters without studying them onsite. As to the pronunciations furnished in the Chinese-English part, their usefulness is even less obvious. The Chinese entries are listed by their pronunciations, so if one can find an entry, then one will know how to say at least the first character, and hopefully the rest as well.

Overall Evaluation

I would rate this dictionary as fair. The author made an admirable effort. It does contain a basic set of legal terms, which could be of value to language students who want to learn new terms, first generation immigrants who need to get some understanding of legal documents, and even linguists who want to brush up on or expand their terminology before they enter the legal arena. Unfortunately, the categorization of entries renders the use of this work rather tedious. The limited number of entries hurts as well. If the author really desires to make this work useful to U.S.-based language professionals, such as translators, and especially legal interpreters, he might want to remove the entire Chinese-English part, which is pretty much useless in a U.S. setting, delete the Pinyin pronunciations, lump all the English entries together into one list, provide more context, definitions, and explanations, and make the coverage more exhaustive.

Gang Li is an ATA-certified English->Chinese translator and a Georgia state-certified Mandarin court interpreter with over 14 years of experience. He has a PhD in physics. Contact: gangli@gangli.info.

Dictionary Review Continued

Because it is a unique opportunity to receive in-depth, high-quality information presented by experts in their field. Still not convinced? Here’s what some of your colleagues are saying about events they have attended:

“Really, really interesting in an exploratory, enthusiastic way. Tons of great resources.”

“It was very encouraging to learn about real issues blocking a growing business. Very real solutions.”

“I had no idea the extent to which computer-assisted translation tools could assist translators.”

www.atanet.org/conferencesandseminars/index.php
Did you notice something odd about the April issue? No Translation Inquirer column. This columnist joined our daughter for a vacation in the Azores that started on February 27th and lasted a week. During the final week prior to the start of the vacation, my clients pressed me so hard that I could not complete the April column, which became the May column you are reading now. Sorry!

New Queries

(E-Po 5-09.1) A “reflux line for a condensate” turned out to be difficult to render into Polish, the context being an autoclave equipped with such a line. Who can help?

(E-Sp 5-09.2) In kinesiology, what does “to walk in a heel to toe fashion” mean, and is there a technical term for this in Spanish?

(F-R [E] 5-09.3) In the world of patents, how is Loi Informatique et Libertés best rendered into Russian or English?

(G-Sp [E] 5-09.4) Einzeltypisierung was the tough word in the following quote: Das nährt natürlich vorherrschende Klischees, doch sind es zum Teil heimische Abnehmer, die dieses Geschäft fördern. Wie etwa jene Firma, die in Italien gestohlene Autos per Einzeltypisierung und Tageszulassung in Österreich verkaufe. The context: gangs who steal motor vehicles.

(Pt-E 5-09.7) Could “holding companies” come close to the meaning of titulares in the following sentences? Os serviços de água podem ser prestados pelos titulares. União ou Estados-membros, ou poderão delegar a organização, a fiscalização e a prestação desses serviços, por meio de contrato com a empresa privada.

(Sp-E 5-09.8) Asamblea and consejo are two governing bodies for a university. What is the difference between them? The essential contrast is asamblea universitaria versus consejo universitario. This might have come from Peru.

(Sw-E 5-09.9) In regards to a water company, what does avsättningsmagasin mean in the following: för trafik från och till deras befintliga anläggningar samt till ett blivande avsättningmagasin i tunneln.

Responses to Old Queries

(E-Pt 2-09.3) (range finder tests): These, says Denzel Dyer, are preliminary tests used to determine an approximate value. The investigators may have determined the percentage of survival of perhaps 10 shrimp at each of perhaps four different concentrations, then estimated the concentration that would give 50% survival. Now for the Portuguese.

(E-E 2-09.4) (engages entre les latéraux): This is “set between the lateral digits,” says Robert Shillenn, and is likely to be a back translation from English.

(G-E 1-09.8) (verklauselt): Claudio Cambon found it to mean “(overly) restrictively.” The verb verklausulieren means to “hem in,” and here it probably means to put too many conditions on something.

(G-E 2-09.5) (Entgelvolumen): Selma Benjamin suggests “total recompense.”

(G-E 2-09.6) (Vielleicht kann man): Selma Benjamin took on this
paragraph-length query and came up with “Perhaps we could at some time reach the point of admitting this. In another area we have already arrived there: it is permissible to think or say that we love our country because of the good life it affords us.” See page 40 of the February issue for the full German.

(Gr-E 11-08.6) (Το αντικείμενο της δουλείας μου): Alexis Takvorian says that the literal meaning would be “the object of my work.” A rendering that is a bit less literal, and more adequately conveys the intended meaning, would be “the area of my work” or “the subject matter of my work.” The phrase could use a bit more context around it, but Alexis thinks it could actually mean the “goal” of one’s work or the “work product” expected.

(H-G [E] 1-09.9) (leltár felvételej egy): Denes Marton cannot help with the German, but he would use “inventory tag.” The sentence would sound something like this: “The inventory tag is a numbered tag from a book of numbered tickets that should be affixed to objects that have been taken into inventory.” The only purpose of the above is to explain that no rare gases are actually involved, unless they are in bottles.

(I-E 11-08.7) (pila stilo): Gianluigi Delucca points out that stilo is a modifier for the word for battery (pila), indicating its elongated shape in contrast to many varieties of batteries that have more of a button shape.

(I-E 11-08.8) (che resulta così rinno- vata): There were several replies to this query. Elizabeth Barsanti: “Approximately 50% of this season’s collection is the same as the previous season’s, and 50% is new designs.” Berto Berti: “The samples collection is therefore renewed for about half of the items offered in the previous season.” Gianluigi Delucca says that the key to the phrase—the full text of which is on page 42 of the November/December 2008 issue—is to understand that the subject of the secondary phrase is la collezione, so it is “renewed about half of the models from last year’s season...”

(Po-E 2-09.7) (zasadnione ryzyko): There is not enough space here to provide the full context of Piotr Graff’s carefully researched and crafted answer. The short answer is that it is “reasonable risk.” An element of doubt, a reservation for human error or uncertain future, is part of the meaning. I will hold on to his e-mail and forward it to anyone wanting more detail about this.

(Pt-E 2-09.8) (escalonamento): This, says Edmea McCarty, is “ranking.” The full sentence, from pages 40-41 of the February issue, goes like this: “I want greater speed in the ranking of problems.” Gonzalo Ordoñez calls the word a typo for escalonamento. He likes “scheduling” as a proper English translation.

(R-F [E] 2-09.9) (законодательное и нормативное регулирование): Sorry this was so hammered on page 41 in the February issue, but Elena Hughes likes “legislative and normative regulation” for the English. Shifra Kilov prefers “legislative and regulatory control.” Rober Shillenn goes with just “laws and regulations” in English, and la législation et les règlements régissant in French, which was wanted initially.

(Sp-E 2-09.10) (estando pendiente de tramitar el título correspondiente) Gonzalo Ordoñez suggests “The relevant diploma still has to be processed.” D. Vilma Vosskaemper likes “has not yet started the necessary procedures to obtain the degree certificate,” and labels the original as Argentinian Spanish. More answers in the June column.

Thanks very much for the responses. Those who wrote in February and March, but whose contributions are not above, can look forward to seeing them in the June and July columns.
Herman is a librettist and translator. Submit items for future columns via email to hermanapter@cmsinter.net or via snail mail to Mark Herman, 1409 E Gaylord Street, Mt. Pleasant, MI 48858-3626. Discussions of the translation of humor and examples thereof are preferred, but humorous anecdotes about translators, translations, and mistranslations are also welcome. Include copyright information and permission if relevant.

Lydia Razran Stone wrote the following lyrics, which she says are “kind of halfway between a rap and a recitative, that I wrote when I woke up one morning with Nervous Norvous’ old song ‘Transfusion’ in my head.”

It’s a three day weekend and I’m feeling fine
I’m gonna spend some time with those kids of mine
Then a client calls on my business line
Translation, Translation
Just when it seemed I’d get a vacation
I’ll never, never, never take such jobs again
Change our plan again, Ann

I’ve been up all night; and now it’s after four
But the job’s all done and I’m ready to snore
Then suddenly I see that there is one file more
Translation, Translation
I’ve never felt such consternation
I’ll never, never, never take such jobs again
Open Wiki for me, Vicky

My new client vowed that this was low tech stuff
That my high school science would be good enough
Now he’s out of town and the going’s getting rough
Translation, Translation

What in the hell is reverse titration?
I’ll never, never, never take such jobs again
Search th’ thesaurus for me, Boris

My client isn’t pleased with the job I did
He says his expert claims my grammar’s unfit
But I know the expert is his teenaged kid
Translation, Translation
I am burning up with indignation
I’ll never, never, never take such jobs again
Fix the commas for me, Mama

Now this job is hard but I feel real power
I am high on success till it all turns sour
When I figure out I’ll get ten bucks an hour
Translation, Translation
What can I do when it’s my vocation?
How can I ever take such jobs again?
Pay that penny to me, Benny

Blog Trekker Continued from page 33

The final major breakthrough in my freelance career came during year three, when I realized that my business had become like a regular job where I could, to a large extent, set my schedule and rates. At that point, I started being able to concentrate on the appeal of the work I accepted rather than on just the volume. I was able to ease out a couple of low-paying clients and replace them with higher-paying ones, which is a technique I still use in year seven of freelancing!

Are You LinkedIn?

The ATA group on LinkedIn provides an ideal starting point for online networking. It also offers you contacts for individuals outside ATA who are connected to your fellow ATA members. Joining the ATA group on LinkedIn is a fast track to building your e-network. Take advantage of your ATA membership. Joining LinkedIn through ATA gives you an instant community with opportunities to grow your network quickly. Don’t wait—get your online networking underway! To join, just visit www.atanet.org/linkedin.php.
ATA Certification Exam Information

Upcoming Exams

- **Georgia**
  - Atlanta
  - August 29, 2009
  - Registration Deadline: August 14, 2009
- **New York**
  - New York City
  - October 31, 2009
  - Registration Deadline: October 16, 2009
- **Texas**
  - Katy
  - August 15, 2009
  - Registration Deadline: July 31, 2009
- **Venezuela**
  - Caracas
  - June 21, 2009
  - Registration Deadline: June 5, 2009

All candidates applying for ATA certification must provide proof that they meet the certification program eligibility requirements. Please direct all inquiries regarding general certification information to ATA Headquarters at +1-703-683-6100. Registration for all certification exams should be made through ATA Headquarters. All sittings have a maximum capacity and admission is based on the order in which registrations are received. Forms are available from ATA's website or from Headquarters.

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New Certified Members

Congratulations! The following person has successfully passed ATA's certification exam:

Arabic into English

Frank R. Nettleton
San Francisco, CA

---

Active and Corresponding Membership Review

Congratulations! The Active Membership Review Committee is pleased to grant active or corresponding status to:

**Active**

- Beatriz Paganini Álvarez
  - Downey, CA
- Amy S. Lamborn
  - Stamford, CT
- Robin V. Limmeroth
  - Mainz, Germany
- Ryan P. Reyes
  - Berkeley Heights, NJ

**Corresponding**

- Daniel Sebesta
  - Prague, Czech Republic
- Xianjun (Edward) Liu
  - North York, Ontario, Canada

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